Director of Development for Computer and Data Science Initiatives
Brown University
Providence, RI
www.brown.edu

The position may be based in either Providence, RI or San Francisco, CA.

Send Nominations or Cover Letter and Resume to:
Megan Abbett
Senior Consultant
617-262-1102
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The Opportunity:

Brown University welcomes and challenges independent, creative, diverse and courageous thinkers to collaborate, innovate and explore with life-changing and world-changing impact. Brown is a place where ideas and passion lead to lives of purpose and positive consequence. It is a leading research university that maintains a particular commitment to exceptional undergraduate instruction.

Founded in 1764, Brown University is the seventh-oldest college in the United States. Brown is an independent, coeducational Ivy League institution comprising undergraduate and graduate programs, plus
the Alpert Medical School, School of Public Health, School of Engineering and the School of Professional Studies.

Since its founding, the University has sought to contribute to the community, the nation and the world through teaching, research and service at the highest levels. Its mission — to address some of the world’s great challenges, be they poverty, environmental change, access to quality healthcare or other issues — is fulfilled each day through work both on campus and around the globe. Brown’s approach, which blends interdisciplinary problem-solving with rigorous intellectual inquiry, is what makes the University truly distinctive.

In recognition of its exceptional undergraduate teaching, generous financial aid and singular student experience, Brown University continues to place among top schools in national and international rankings of colleges and universities. *U.S. News & World Report*’s 2018 “America’s Best Colleges,” ranked Brown #14 in the Best National Universities category. The University garnered the #3 rank among national universities for undergraduate teaching and #14 on the “Best Value Colleges” list. In other rankings, the University ranked #9 on *Forbes*’ list of “America’s Top Colleges for 2018.”

Brown University’s Division of Advancement is seeking an exceptional fundraiser to serve as Director of Development for Computer and Data Science Initiatives. These initiatives are essential to Brown’s future direction. They represent a vision in which advances in technology, computing, data and mathematics will have significant influences on analyzing and solving societal problems. Ideally, the person in this position should be passionate and knowledgeable about computing and data science, as well as their broader applications to the world-at-large.

Candidates with university development and/or high-tech business development backgrounds are encouraged to apply; experience with both is ideal. This position is for someone who wants to drive a significant development effort in one of the most intriguing and active areas in academics today. The Director of Development for Computer and Data Science Initiatives position is for a special individual who wants to help make a big impact on those disciplines and on Brown. With approximately 17% of undergraduate students as Computer Science majors, there is tremendous interest in and enthusiasm for these courses of study. Alumni are eager to be involved as Brown leads the way in these pursuits.
Brown University is seeking an experienced, proven and ambitious fundraiser, ideally with:

- Knowledge of the technology landscape.
- Interest and ability to communicate with potential donors in person and in writing to articulate the key Computer and Data Science research and teaching areas and priorities at more than a cursory level.
- Comfort in dealing with high-level executives at high-tech companies.
- Ability to zero-in on prospective donors’ interests and keep those donors engaged with details during conversations.
- Ability to develop a deep understanding of Brown itself and of its fundraising priorities.

**Position Overview – Director of Development for Computer and Data Science Initiatives**

The Director of Development for Computer and Data Science Initiatives has the dual responsibility (1) for serving as the Advancement liaison to the faculty leadership for the Department of Computer Science (CS), Data Science Initiative (DSI) and Institute for Computational and Experimental Research in Mathematics (ICERM); and (2) for the strategic management of an individual portfolio of approximately 80 major gift prospects and donors who are capable of making gifts of $100,000 or more to the University.

As a gift officer, fundraising responsibilities include effective prospect and donor relationship management of high-level alumni, parents and friends, including field qualification, cultivation, solicitation and stewardship. An emphasis on the development of solicitation strategies and closure of major and principal gifts aligned with University fundraising priorities is a requirement of the position as measured against the attainment of individual annual fundraising goals. Other responsibilities include effective collaboration and partnership with colleagues and Advancement leadership; planning, staffing and following with University administrators and faculty on development visits with prospects and donors; and comprehensive oversight and documentation of all fundraising activities, contacts, proposals, strategic plans and stewardship.

As the liaison to CS, DSI and ICERM for the Division of Advancement, this position will work closely with the leadership of these three areas for strategic fundraising in support of these priorities. Specific responsibilities include the following: ensure strategic prospective and current donor engagement; prioritize involvement for on campus and off campus Advancement related events; and coordinate the preparation of reports, briefings and other materials in support of Advancement efforts. Responsible for planning and implementing a collaborative fundraising approach that maximizes support for programmatic and capital initiatives. Serve as the liaison between other staff in the Division of Advancement and the CS, DSI and
ICERM directors and faculty to optimize prospect development and engagement. Prepare reports and provide data for Advancement and University leadership related to fundraising for CS, DSI and ICERM.

**Specific Responsibilities:**

- Design and develop effective fundraising strategies in conjunction with director/faculty leadership.
- Lead the implementation and execution of those programs.
- Serve as the liaison between other staff in the Division of Advancement and the CS, DSI and ICERM directors and faculty, bringing in appropriate resources from development where necessary to execute the programs.
- Manage a portfolio of high-capability donors (alumni, parents and friends) associated with these efforts and solicit and secure major gifts from them.
- Work with Office of Development colleagues to maximize private foundation and industry support.
- Oversee the internal and external communications of reports, briefings and other materials in support of these efforts.

**Requirements:**

- Bachelor’s degree required, plus six to 10 years related experience or an equivalent combination of education and experience. Fundraising experience required.
- Familiarity with Brown University highly desirable.
- Background in technology industry, computer science and/or mathematics highly desirable.
- Must have excellent communication skills, written and oral.
- Proven ability to solicit and close gifts on the $100,000+ level or equivalent experience in a related field (such as sales).
- Previous experience managing a program preferred.
- Should have a high degree of computer literacy and management information skills.
- Should demonstrate a high degree of innovation, reliability and execution skills when developing and implementing custom strategies and campaigns to meet fundraising targets.
- Ability to travel regularly to geographic regions where donors reside and work, including the Bay Area and Pacific Northwest, is essential.

The incumbent may be based in either Providence, RI or San Francisco, CA. In either case, significant travel will be an essential component of the position.
Advancement Overview

_BrownTogether_, a comprehensive campaign with a $3 billion goal, was launched in October 2015 to make meaningful investments in the University’s people, education and research programs, and campus and community to deepen Brown’s impact. _BrownTogether_ is the most aspirational campaign in the institution’s history. As of May 2018, the campaign has raised $1.74 billion.

The Advancement team at Brown totals nearly 200 individuals committed to accomplishing and achieving their goals. The Advancement Division of Schools, Initiatives and Foundation Relations is a key component to the larger Advancement team and the Director of Computer and Data Science Initiatives is part of this group. This unit is comprised of the Foundation Relations team, as well as fundraisers devoted to the School of Public Health, the School of Engineering, Regional Giving, the Brown Arts Initiative and Computer and Data Science Initiatives. The team’s hallmark is a spirit of collaboration with colleagues within Advancement and the institution overall.

Client Overview

Brown University regards the creation of knowledge as one of its fundamental missions. Its faculty and students work at the cutting edge of research in their fields and collaborate with colleagues across disciplines and around the world to address society’s biggest challenges.

The institution’s vibrant, diverse community consists of about 6,580 undergraduates, 2,255 graduate students, 545 medical school students, more than 6,000 summer, visiting and online
students and over 700 faculty members. Brown students come from all 50 states and more than 115 countries.

Undergraduates pursue Bachelor’s degrees in 81 concentrations, ranging from Egyptology to cognitive neuroscience. Brown attracts, challenges and cultivates independent thinkers with the power and drive to create personally meaningful lives. A Brown education is a catalyst for creativity and entrepreneurship. Undergraduates at Brown are responsible for designing individualized programs of study across multiple departments. A strong advising network helps students engage fully with the Brown curriculum.

Brown’s Graduate School offers 51 doctoral programs and 32 Master’s programs, including those of the School of Engineering, the School of Public Health and the School of Professional Studies. The Warren Alpert Medical School awards some 90 medical degrees per year and, along with its seven affiliated teaching hospitals, is a hub of research. Graduate students at Brown work side-by-side with faculty who are leaders in their fields. The Open Graduate Programs project allows select Brown doctoral students to pursue a Master’s degree in a secondary field.

Brown students are active learners. A large number of centers and institutes fuel their research. Study abroad programs and international collaborations reflect Brown’s commitment to promoting global learning. Students passionate about public service turn to the Swearer Center for ways to take constructive action locally and around the world.

Learning is supported by a library system housing 6.8 million print items, plus a multitude of electronic resources and expanding digital archives. The Career Development Center helps students plan for futures that make productive use of their academic achievements. Other programs include Pre-College Programs for high school students and Undergraduate Summer Session, open to Brown and visiting undergraduates. Brown also offers free, non-credit, online courses open to learners from around the world. These courses, offered in partnership with EdX, develop students’ knowledge and understanding of the liberal arts and sciences while providing a window into Brown’s exceptional learning environment.

Open learning follows in the spirit of the Brown mission to “serve the community, the nation and the world by discovering, communicating and preserving knowledge and understanding in a spirit of free inquiry.” Guided by the Plan for Academic Enrichment, Brown continues to set new goals for distinction in education. The July, 2010 formation of the School of Engineering and the launch of the School of Public Health in 2013 are direct results of these efforts.
Strategic Plan:

Launched in 2014, the 250th anniversary of Brown’s founding, the 10-year strategic plan, *Building on Distinction: A New Plan for Brown*, offers the broad vision and goals to ensure the University’s capacity to fulfill its mission of teaching, research and service at the highest levels over the next decade.

The University, in fall 2015, completed an operational plan to translate the broad, aspirational goals set out in *Building on Distinction* into concrete actions to be taken over the next 10 years. The *Operational Plan for Brown’s Excellence* outlines targeted actions to position Brown to enhance its role as a leader in higher education and research. The plan also is driving the University’s *BrownTogether* comprehensive campaign, which was launched in October, 2015 and which consolidates investment opportunities, builds on existing strengths and assets and holds the promise to boldly transform the future of the University.

Department of Computer Science:

Since its inception in 1979, the *Computer Science Department* at Brown has forged a path of innovative information technology research and teaching at both the undergraduate and graduate levels. From modest beginnings as an interest group within the Divisions of Applied Mathematics and Engineering in the 1960s to its current stature as one of the nation’s leading computer science programs, the Computer Science Department has continuously produced prominent contributors in the field at both the undergraduate and graduate levels.

Multidisciplinary:

The Department of Computer Science is a diverse community of scholars engaged in all aspects of research, teaching and mentoring in computer science and its related interdisciplinary disciplines. Realizing the importance of computing and algorithmic thinking in so many scientific, social and technological endeavors, it collaborates extensively with colleagues in archaeology, applied mathematics, biology, cognitive and linguistic sciences, economics, engineering, mathematics, medicine, physics and neuroscience.
Its undergraduate offerings reflect the department's multidisciplinary orientations, with joint concentrations in mathematics, applied mathematics, computational biology and economics. The department has strong undergraduate research groups in graphics, neuroscience and robotics, as well as a long history of involving undergraduates in projects that span disciplinary boundaries. Graduate students find it easy to tailor their education to meet the challenges of multidisciplinary research and often have advisors in two or more departments.

**Research:**
Research in the department crosses traditional boundaries and projects spring from shared interests more than from established groups. Faculty work with post-doctoral students, graduate students and undergraduates. Ideas and expertise are drawn from other disciplines and departments at the University. A long tradition of combining theory and practice is as strong and relevant today as it ever was. Research areas the department participates in include: algorithms; cloud computing; computational biology; computational geometry; computational neuroscience; computational photography; computer graphics; computer networks; computer vision; cryptography; data management; distributed systems; educational technology; electronic commerce; information visualization; intelligent agents; machine learning; mobile and ubiquitous computing; nanocomputing; natural language processing; operating systems; optimization; parallel computing; programming languages; robotics; scientific visualization and modeling; security and privacy; sensor networks; software engineering; user interfaces; theory of computation; verification and reliable systems; and virtual reality.

**Teaching:**
Excellence in teaching and mentoring is highly prized in the department. Faculty are encouraged to develop new, more effective ways of teaching computer science and to lead in the development of new curricula and materials for teaching. For example, introductory courses are subject to constant revision to keep the content fresh and exciting. Junior and senior faculty alike teach undergraduate courses; the teaching load is distributed so that junior faculty can spend more time getting their research on track.

**Data Science Initiative:**

Brown's Data Science Initiative (DSI) leverages established academic strength that builds a new campus hub for research and education in foundational methodologies of data science, maintaining an outward focus on application areas and critical engagement with questions of the impact of the data revolution on society, on culture and on questions of social justice.

DSI is an interdisciplinary collaboration between four core departments (Applied Mathematics, Biostatistics, Computer Science and Mathematics) to catalyze data-enabled science and scholarship across the campus.
This effort creates new opportunities for innovation in both the methods and the applications of data science.

Through the Initiative, Brown’s academic and professional programs offer a rigorous, innovative and reflective approach to learning and collaboration for anyone seeking a distinctive professional profile for building a career in data-enabled fields. As an initial step, Brown offers a one-year Master’s program that prepares students from a wide range of disciplinary backgrounds.

In August, 2017, less than one year after launching its Data Science Initiative, Brown University was awarded a $1.5 million grant by the National Science Foundation (NSF) to establish a new research institute aimed at developing mathematical and computational tools for data-driven discovery. Brown’s award is one of 12 nationwide Transdisciplinary Research in Principles of Data Science (TRIPODS) grants announced by the NSF. To learn more, please click NSF Grant. As of July 1, 2018, Professor Bjorn Sandstede will assume the role of Data Science Initiative director.

Institute for Computational and Experimental Research in Mathematics:

The Institute for Computational and Experimental Research in Mathematics (ICERM) was founded in 2010 by Brown Professors Jill Pipher (lead PI), Jeffrey Brock, Jan Hesthaven (now at EPFL), Jeffrey Hoffstein and Bjorn Sandstede through a major grant to Brown University from the National Science Foundation, Division of Mathematical Sciences. The vision for ICERM is encapsulated in its mission statement:

The Institute for Computational and Experimental Research in Mathematics (ICERM) supports and broadens the relationship between mathematics and computation: specifically, its mission is to expand the use of computational and experimental methods in mathematics, to support theoretical advances related to computation and address problems posed by the existence and use of the computer through mathematical tools, research and innovation.

ICERM supports its mission by developing and hosting research programs and activities that:

- Encourage the creation of new computational methods to advance mathematical understanding.
- Foster a deeper understanding of algorithms and computational tools.
- Expose program participants to the use of simulation, visualization, experiments or computer-assisted proofs.
- Catalyze new directions of mathematical research through synergistic collaborations across disciplinary areas and research communities.
• Advance the training and mentoring of graduate students and early-career postdoctoral researchers through exposure to new mathematical areas and computational methods.

The institute benefits from its strong ties to the mathematical sciences departments at Brown, and from the vibrant educational community of colleges and universities across New England.

ICERM has a unique opportunity to shape future research and innovation in mathematics and to train the next generation of computationally skilled mathematicians. While ICERM’s core programs are funded by the NSF, it seeks additional funds from other Federal agencies and from corporate, academic and individual sponsors to expand the scope of its research enterprise.

ICERM has developed scientific partnerships with Google, IBM, Microsoft Research and Schlumberger-Doll Research Center. In addition, ICERM has received donations and support from the following:

• Air Force Office of Scientific Research (AFOSR);
• American Mathematical Society;
• Clay Foundation;
• Dassault Systèmes — Simulia;
• Mathematical Association of America;
• Microsoft Research, New England;
• Microsoft Research, Redmond;
• Phoebe Snow Foundation;
• Alfred P. Sloan Foundation;
• Simons Foundation;
• Stephen F. Siegel and Jayne Kurkjian-Siegel; and
• U.S. Department of Energy.

Leadership

Christina Paxson
President

Christina Paxson is the 19th President of Brown University and Professor of Economics and Public Policy. She assumed the role of President on July 1, 2012.

President Paxson worked with students, faculty and staff to develop Building on Distinction, a 10-year strategic plan launched in 2014 that is shaping the growth and progress of a University
committed to addressing the defining challenges of the 21st century. She is leading Brown in its increased emphasis on teaching, research and scholarship that spans disciplines in such areas as bioengineering, environmental security and data sciences, and addressing societal issues through humanistic inquiry.

Key areas of focus of her presidency include empowering collaboration and cultivating entrepreneurship among educator-scholars and students; expanding the rich research environment Brown is developing in Providence’s Jewelry District; and creating engaged learning programs that integrate teaching with community-based research and real-world experiences.

Under her leadership, Brown opened a new School of Public Health, the University launched the Institute at Brown for Environment and Society and Brown is experiencing a renaissance in social sciences in connection with the Watson Institute for Public and International Affairs.

President Paxson has supported undergraduate financial aid as the fastest growing area of Brown’s budget. She has led Brown in increasing scholarships for low-income students and accelerating support for middle-income families, while also improving support for graduate students.

In the fourth year of her presidency, President Paxson led an inclusive, campus-wide effort to create more just, diverse and inclusive communities in support of Brown’s mission of education and discovery. In February, 2016, Brown released Pathways to Diversity and Inclusion: An Action Plan for Brown University.

Prior to her appointment at Brown, President Paxson was Dean of the Woodrow Wilson School of International and Public Affairs and the Hughes Rogers Professor of Economics and Public Affairs at Princeton University. While at Princeton, she was the Founding Director of the National Institute on Aging Center for the Economics and Demography of Aging. In 2000, she founded the Center for Health and Wellbeing in the Woodrow Wilson School, for which she served as the Director until 2009.

President Paxson is nationally recognized as a leader in higher education and a respected economist and public health expert. Her most recent research is focused on the relationship of economic factors to health and welfare over the life course, particularly on the health and welfare of children.

She has been the principal investigator on a number of research projects supported by the National Institutes of Health, authored or co-authored numerous journal articles, was elected Vice President of the American Economic Association in 2012 and is a member of the Council on Foreign Relations. In January, 2016, the Federal Reserve Bank of Boston named President Paxson to its Board of Directors.
President Paxson is a 1982 honors graduate of Swarthmore College, Phi Beta Kappa, and earned her graduate degrees in economics at Columbia University (M.A., 1985; Ph.D., 1987).

Sergio Gonzalez  
**Senior Vice President for Advancement**

In August, 2017, Sergio Gonzalez assumed the role of Senior Vice President for Advancement at Brown University, overseeing alumni relations and fundraising programs. He previously was the Senior Vice President for University Advancement and External Affairs at the University of Miami.

Gonzalez has been the architect and leader of two successful fundraising campaigns at the University of Miami that together raised more than $3 billion. In his most recent role at the University of Miami, he oversaw all fundraising, alumni relations, communications and community relations.

At Brown, Gonzalez oversees Advancement areas across the University, including the Office of Development, Office of Alumni Relations, Foundation Relations, the Office for International Advancement, the Brown Sports Foundation, the Brown Annual Fund and others. He reports directly to President Paxson and serves as a member of the President’s Cabinet.

Gonzalez arrived at the University of Miami in 2001, working closely with former University President Donna Shalala and current President Julio Frenk, along with the university’s Board of Trustees and academic deans, to implement an ambitious strategic plan. He staffed several committees of the University of Miami’s Board, oversaw a staff of more than 300 employees and developed strategies for major university initiatives and crises.

Gonzalez led two successful fundraising campaigns at the University of Miami, *Momentum* and *Momentum2*, which collectively raised more than $3 billion, including three separate gifts of $100 million. Gonzalez was the visionary for the implementation of a university-wide brand strategy, which has been recognized as a national model. Another of his significant accomplishments was the creation of the university’s first comprehensive parents program.

Before his role at the University of Miami, Gonzalez served as Chief of Staff for the Miami-Dade County Executive Mayor. He previously was a senior executive in Miami-Dade County government for more than nine years and also served as the Executive Director of the South Florida 1999 Super Bowl Host Committee. He was the first Executive Director of the Miami-Dade County Homeless Trust.
The recipient of numerous awards for his work in civic engagement and community service, Gonzalez has earned particular recognition for his efforts to help the homeless. In 2009, the Aspen Institute selected him as a Henry Crown Fellow, recognizing leadership, community involvement and professional success. The Ronald McDonald House Charities honored Gonzalez in 2010 as one of 12 Good Men of South Florida. He is a member of the Board of Directors for the largest Hispanic advocacy organization in the country, National Council of La Raza, serving on the executive committee and chairing the resource development committee. In addition, Gonzalez is a member of the Board of Trustees for the Council for Advancement and Support of Education (CASE), serving on the executive committee and the membership services committee while also chairing CASE’s international committee.

Gonzalez holds a Bachelor of Science in foreign service from Georgetown University (international relations, law and organizations, 1985) and a law degree from Columbia Law School (1988). He is licensed to practice law in Florida and Washington, D.C. and worked as a litigator for several law firms early in his career.

Catherine Nellis
Assistant Vice President of Development
Schools, Initiatives and Foundations

Catherine has worked in Brown’s Office of Development for over 17 years, in a variety of roles. Since March 2017 she has served as Assistant Vice President for Schools, Initiatives and Foundations, overseeing a team of 20+ fundraisers and others whose fundraising focuses on school- and initiative-based Funding priorities, as well as Advancement’s Foundation Relations team. From 2015 - 17, Catherine served as Senior Director of Development, Foundation Relations and School of Public Health. From 2013 - 2015 she was the Director of Development for the School of Public Health. Catherine worked on the Corporate & Foundation Relations team from 2008 - 2013 and previously served as Regional Development Director (Metro NY), Special Assistant to President Ruth J. Simmons, and Senior Class Campaigns Officer. Before coming to Brown, Catherine served as Director of Development at Artists for Humanity, a Boston-based arts organization that works with at-risk urban teens, and worked as a Senior Research Associate at The Spangenberg Group, a consulting firm for indigent defense programs around the nation. Catherine earned her BA from Tufts University and her JD from Vermont Law School.
Location

Providence, RI:

Providence is a culturally diverse metro area home to young professionals and artists, and it is also characterized by a quaint New England vibe and a budding economy fueled by the healthcare, education, tourism and financial sectors. Over the past several decades, the city has undergone a dramatic facelift following a period of industrial decline. Providence’s renaissance is now evident throughout the metro area, from the carefully restored urban landscape of downtown, to the hip coffee shops and thriving community gardens of the trendy West End.

In recent years, this renaissance has helped foster an exceptional culinary scene, numerous arts venues and thoughtfully planned urban spaces throughout the city center. Factor in the presence of top-notch institutions like Brown University and the Rhode Island School of Design (RISD), and a proximity to some of New England’s most beautiful beaches, and it is clear what has made Providence an appealing place to live. Close-knit communities in the metro area’s various neighborhoods — whether it’s the artsy 20- and 30-somethings of the West Side, the upper-middle-class families of the East Side or the students on College Hill — are just one of many reasons folks find it easy to call Providence home.

Background Checks:

Prior to submitting your resume for this position, please read it over for accuracy. LLLS does verify academic credentials for its candidates, and our clients frequently conduct background checks prior to finalizing an offer.
To learn more, call Megan Abbett, Senior Consultant at 617-262-1102 or send nominations or cover letter and resume to mabbett@LLLSsearches.com. All inquiries will be held in confidence.

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